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BioTrillion

"Data from Life. Data for Life."™

BioTrillion is developing BioEngine4D, a mobile digital biomarker platform, combining the fields of Physiology, Computer Vision, and AI – to digitally detect* key diseases clinically-known to express non-molecular early signs of measurable features in the eyes and face – using only the smartphone already owned by 1 billion Consumers.

Financial Snapshot

- Company Stage: Prototype
- Previous Capital: \$1.25 million
- Current Monthly Net Burn: \$50,000
- Pre-Money Valuation: \$15 million (last SAFE note cap)
- Capital Seeking: \$500,000 (upsized Seed; pre-A)

Select Investors



Traction

- **R&D:** *Disease-to-Data:* modelled 500+ diseases' phenotypic expression pathways and feature signs. *Data-to-Disease:* architected 5 disease digital biomarkers around key optically measurable features expressed in the pupil, iris, sclera, face.
- **IP:** 7 patents around novel digital biomarker platform and applications for modalities spanning kinetics, optics, and more.
- **Product:** Prototype neural network technology which measures key disease features in the eye via our Consumer mobile App.
- **BD:** Accepted into 3 large-tech accelerators: NVIDIA, MSFT, IBM. Begun partnership dialogue with several large Pharma and Payors. Initial conversations with 4 U.S. Senators with invitations to DC for a demo.
- **PR:** Tremendous Health + Tech industry recognition from [Forbes](#) (x2), [NVIDIA](#), [HIMSS](#), [China government](#), [UC Office of the President](#), [Rock Health](#), [others](#). Speaker and finalist in health and tech industry presentations @ HLTH [2018](#) and [2019](#), [HIMSS 2019](#), and [more](#).

Founder & CEO

Savan Devani: 2x Bioengineer @UC Berkeley and UPenn; Bioengineer @Life Tech; 12 years Life Sciences Investment Banker (Analyst to MD); \$35bn over 40 IPO/M&A deals across Drug, Device, Diagnostic technologies. @ Citigroup; @Deutsche Bank.

Problem

Healthcare lacks solutions for the Detection phase — where subtle signs of disease are expressed and missed — between disease origination and symptoms.

Solution

Eyes contain tremendous insights into health and are the physiologic extension of the brain. However, the eyes' rich features have barely been quantified or computed – until now... BioTrillion is developing BioEngine4D to leverage the latest smartphone optical hardware advances, enabled by our computer vision software (trained neural networks) to digitally measure key biomarkers in the eyes (and face) for timely detection, **starting with "neurologic dysfunction."**

The Markets

Our GTM stages & Markets are each \$10B annual TAMs:

- **Compliance:** Real-time digital drug-use detection for markets with a need for sobriety validation (e.g. Uber, Pilots, Law enforcement, drug-use screening).
- **Pharma:** Faster, cheaper recruitment and objective endpoint measures of disease response to novel therapeutics in trials.
- **Payors:** Earlier disease detection catalyzes earlier intervention and reduced treatment costs.

Competitors** in Digital Biomarkers

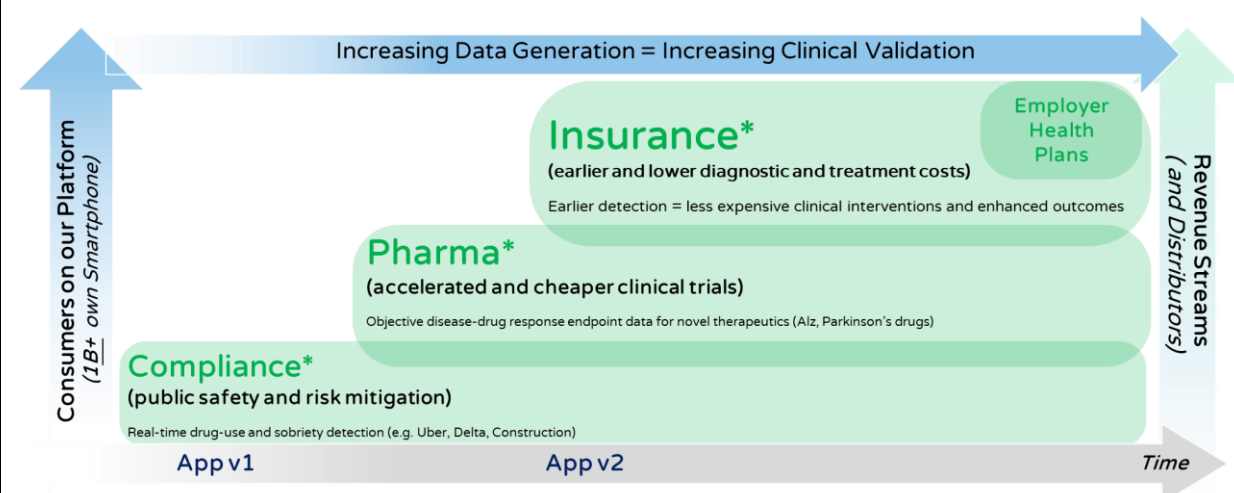
Verily, Evidation, Mindstrong, Sonde, Brightlamp, Sober Eye.

Competitive Advantage

- 1) BioTrillion flips the traditional paradigm by approaching innovation with: "what physiologic features can 1B+ Consumers measure, then what diseases do they biomark to?" Vs. "what is the disease, then how can a Clinician measure it."
- 2) BioTrillion is focused on novel "Digital Biomarkers" of diseases Vs. 99% of Consumer health solutions which are pre-disease "Wellness" focused – and primarily measure activity and HR.
- 3) BioTrillion's core innovative focus is at the intersection of Physiology and Computer Vision, applied to Health. Smartphone optical hardware sensors and processors continuously improve every year, enabling BioTrillion to develop more powerful digital biomarker applications.

Go-to-Market

The pupillary reflex is our 1st digital biomarker for "neurologic dysfunction" (drug-use and disease detection) yielding commercial applications for multiple markets – to be synergistically entered in a parallel staggered manner while accruing platform users and data to train our neural networks for applications in subsequent markets.



Revenue Model

Fee-for-service and fee-for-savings paid to BioTrillion from:

1. Compliance (risk mitigation): real-time drug-use detection.
2. Pharma: accelerated therapeutic drug development trials.
3. Payors: treatment cost savings via earlier disease detection.

Projections

We project achieving Revenue+ in Q4'20E and FCF+ in Q4'21E. Compliance + Pharma + Payor 2023E revenue = \$75M @ >100% CAGR. (In some cases a fixed % financial incentive may be returned back to platform Users in our "Data for Dollars"™ program.)

* Not a "Wellness App," or "Diagnostic Device."

** BioTrillion is the #1 Google search result for: "[Digital Biomarker Startups](#)."